



**LOUDOUN COUNTY PUBLIC SCHOOLS**  
**DEPARTMENT OF BUSINESS & FINANCIAL SERVICES**  
**PURCHASING DIVISION**  
21000 Education Court, Suite #301  
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December 2, 2013

**NOTICE OF INTENT TO AWARD**  
**IFB #350**

**AUDIO/VISUAL EQUIPMENT AND SUPPLIES FOR ONGOING NEEDS**

It is the intent of the Loudoun County Public Schools to award *IFB#350, Audio/Visual Equipment and Supplies for Ongoing Needs*, as per the attached recommendation. This item is scheduled for the December 10, 2013 School Board meeting.

We appreciate your interest in being of service to Loudoun County Public Schools.

LOUDOUN COUNTY PUBLIC SCHOOLS  
IFB#350 AUDIO VISUAL EQUIPMENT FOR ONGOING NEEDS AWARD

| ITEM NUMBER | UNIT | AWARDED VENDOR                      | MODEL BRAND                                      | DESCRIPTION                                                                                                                                                                                                                                                                                                                  | AWARDED PRICE |
|-------------|------|-------------------------------------|--------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------|
| 1           | EA   | B & H FOTO & ELECTRONICS CORP.      | FENDER PASSPORT PD-150PRO/MODEL 069-4401-000-P51 | COMPLETE SELF-CONTAINED PORTABLE SOUND SYSTEM; DOCKING CONNECTOR FOR PASSPORT WIRELESS RECEIVER; FEEDBACK REJECTION; ONE CARDIOID LOW IMPEDANCE DYNAMIC MICROPHONE, ONE 18 FT MICROPHONE CABLE, TWO 20 FT SPEAKER CABLES, 1 DETACHABLE POWER CABLE; 150 WATT STEREO; ONE-TOUCH CONTROLS; CLEAR PLASTIC DUST COVER; 28 LBS.   | \$309.00      |
| 2           | EA   | AVES AUDIO VISUAL SYSTEMS, INC.     | FENDER PASSPORT PD-300PRO/MODEL 069-4403-000-P51 | COMPLETE SELF-CONTAINED PORTABLE SOUND SYSTEM; DOCKING CONNECTOR FOR PASSPORT WIRELESS RECEIVER; FEEDBACK REJECTION; TWO CARDIOID LOW IMPEDANCE DYNAMIC MICROPHONES, TWO 18 FT MICROPHONE CABLES, TWO 20 FT SPEAKER CABLES, 1 DETACHABLE POWER CABLE; 250 WATT STEREO; ONE-TOUCH CONTROLS; CLEAR PLASTIC DUST COVER; 55 LBS. | \$523.00      |
| 3           | EA   | NICHOLAS P. PIPINO ASSOCIATES, INC. | EIKI 8080A                                       | AUDIO CD/TAPE PLAYER/RECORDER, VARIABLE CD SPEED CONTROL, 7-WATT AMP, BALANCE CONTROL, BUILT IN LISTENING CENTER WITH 5 HEADSET JACKS, RECORDS AUDIO TAPES FROM CDS. CD PLAYER PLAYS MP3 OR WMA FILES FROM CD-R OR CD-RW. USB DRIVE PLAYER-RECORDER PLAYS MP3 AND WMA FILE.                                                  | \$218.10      |
| 4           | EA   | MID ATLANTIC MEDIA                  | CALIFONE CAS5272                                 | AUDIO CASSETTE TAPE RECORDER/PLAYER, CLASSROOM/LARGE GROUP USE, 10W RMS AMPLIFIER, BUILT-IN LISTENING CENTER WITH SEVEN HEADPHONE JACKS.                                                                                                                                                                                     | \$71.22       |
| 5           | EA   | TROXELL COMMUNICATIONS, INC.        | BLONDER TONGUE AP-60-86A, 59819                  | DVD PLAYER. PLAYABLE FORMATS: DVD-VIDEO, DVD+R/W, DVD-R/W, CD, SVCD, VCD, CD-R/RW, MP3, WMA, JPEG; DIGITAL DIRECT PROGRESSIVE SCAN OUTPUT, HIGH-BIT/HIGH SAMPLING (10-BIT/108MHZ) VIDEO D/A CONVERTER, COMPONENT VIDEO, COMPOSITE VIDEO, S-VIDEO TERMINALS, INCLUDES FULL-FUNCTION REMOTE CONTROL.                           | \$27.73       |
| 6           | EA   | NICKLESS SCHIRMER & CO., INC.       | BLONDER TONGUE AM-60-550, 59416                  | AGILE HETERODYNE PROCESSOR WITH EAS +60 DBMV, 54-88/108-806 MHZ INPUT, 50-550 MHZ OUTPUT; INCLUDES SUB-BAND INPUT, 7-49 MHZ                                                                                                                                                                                                  | \$1,415.00    |

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|-------------|------|--------------------------------|--------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------|
| 7           | EA   | NICKLESS SCHIRMER & CO., INC.  | MODEL AM-60-550B;<br>STOCK 59417                                   | AGILE AUDIO/VIDEO MODULATOR +60DBMV, 54-550 MHZ WITH EAS FEATURE                                                                                                                                                                | \$659.00      |
| 8           | EA   | PRO SOUND, INC                 | MODEL AM-60-550B;<br>STOCK 59417; WITH<br>AM-OPT 04, STOCK<br>5904 | AGILE AUDIO/VIDEO MODULATOR +60DBMV, 54-550 MHZ WITH EAS FEATURE; WITH AM SERIES OPTION: SUB-BAND OUTPUT.                                                                                                                       | \$745.00      |
| 9           | EA   | PRO SOUND, INC                 | MODEL BIDA 75A-30;<br>STOCK 5800 73                                | BIDA TWO-WAY BROADBAND DISTRIBUTION AMPLIFIER; 30 DB, 49-750 MHZ, INTEGRATED ACTIVE RETURN, (5-36 MHZ)                                                                                                                          | \$478.00      |
| 10          | EA   | TROXELL COMMUNICATIONS, INC.   | SONY CDP-CE500                                                     | 5-DISC CD AND CD-R/RW CHANGER WITH OPTICAL DIGITAL OUTPUT AND REMOTE                                                                                                                                                            | \$99.10       |
| 11          | EA   | B & H FOTO & ELECTRONICS CORP. | ONKYO TX-8050                                                      | HIGH FIDELITY STEREO RECEIVER; 100W/CH, 8 OHM, 20HZ-20KHZ, 0.08% THD, FTC; WIDE RANGE AMPLIFIER TECHNOLOGY; ZONE2 PRE-OUT; SUBWOOFER PRE-OUT; XM AND SIRIUS SATELLITE READY; PHONE INPUT.                                       | \$255.00      |
| 12          | PAIR | TROXELL COMMUNICATIONS, INC.   | SONY SS-F5000                                                      | FLOOR STANDING SPEAKERS; 8 IN KEVLAR HOP WOOFER; 3 1/4 IN ENHANCED HOP CONE-MID DRIVER; 1 IN NANO FINE BALANCED DOME TWEETER; SOUND REPRODUCTION TO 50KHZ; 150W MAXIMUM INPUT POWER.                                            | \$132.15      |
| 13          | EA   | B & H FOTO & ELECTRONICS CORP. | TEAC CD-RW890                                                      | CD RECORDER; CD-R AND CD-RW RECORDING; FL DISPLAY WITH LEVEL METER; CENTER-MOUNTED DRIVE MECHANISM; PROGRAM, REPEAT, SHUFFLE, PLAY; HEADPHONE JACK WITH LEVEL CONTROL; REMOTE CONTROL.                                          | \$165.00      |
| 14          | EA   | MID ATLANTIC MEDIA             | CALIFONE 2455AV-4                                                  | BOOMBOX WITH VARIABLE SPEED CD/CASSETTE PLAYBACK, AM-FM RADIO, VOICE-OVER FEATURE, MULTIPLE INPUTS AND OUTPUTS FOR ADDED CAPABILITIES WITH MICS AND EXTERNAL SPEAKERS, BUILT-IN ELECTRET MIC, AND SIX BUILT-IN HEADPHONE JACKS. | \$192.00      |
| 15          | EA   | B & H FOTO & ELECTRONICS CORP. | SANUS FOUNDATION;<br>EURO SERIES, EFA31-B1                         | AUDIO RACK, FOUR-SHELF, BLACK LACQUERED FINISH; 22.48 INCHES WIDE X 30.59 INCHES HIGH X 20.52 INCHES DEEP                                                                                                                       | \$175.00      |

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|-------------|------|-------------------------------------|-------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------|
| 16          | EA   | VALIANT NATIONAL AV SUPPLY          | HITACHI; CP-XD250 | LCD PROJECTOR-2,700 ANSI LUMENS, XGA RESOLUTION, LAMP LIFE APPROX 5,000 HRS (ECO MODE), PC-LESS PRESENTATION, 2000:1 CONTRAST RATIO, HDMI INPUT, DISPLAY VIA USB, SUPPLIED SOFT CASE. 5.1 LBS                                                                                                                                                                                                                  | \$396.50      |
| 17          | EA   | TROXELL COMMUNICATIONS, INC.        | HITACHI CP-X8150  | LCD PROJECTOR FOR AUDITORIUM USE. NATIVE XGA RESOLUTION, 4,000 ANSI LUMENS, CONTRAST RATIO (1000:1), NETWORK CONTROL, HDTV THEATER READY, 35 DB WHISPER MODE, HORIZONTAL/VERTICAL KEYSTONE CORRECTION, PROGRESSIVE SCAN, MY SCREEN, COLOR TEMPERATURE AND GAMMA CORRECTION, PICTURE IN PICTURE. INCLUDES RGB CABLE, VIDEO/AUDIO CABLE, M1 CABLE (DVI AND USB TO M1), REMOTE CONTROL, AND POWER CORD. 15.2 LBS. | \$2,129.90    |
| 18          | EA   | NICHOLAS P. PIPINO ASSOCIATES, INC. | CALIFONE CAR2020  | CARD READER, BUILT-IN CORD WRAP. HOLDS UP TO 72 MAGNETIC CARDS. HIDDEN TEACHER TRACK RECORD LOCK. PERMANENTLY ATTACHED AC CORD. BUILT-IN SPEAKER AND MICROPHONE. HEADPHONE AND MICROPHONE JACKS. FULL AND HALF SPEEDS. AC AND BATTERY OPERATED.                                                                                                                                                                | \$159.95      |
| 19          | EA   | NICHOLAS P. PIPINO ASSOCIATES, INC. | USI ARL2700       | DIGITAL ROLL LAMINATOR, 27 IN WIDTH, EASY LIFT SIDE HANDLES, ADJUSTABLE TEMPERATURE WITH DIGITAL READ-OUT, REVERSE, VARIABLE SPEED MOTOR, COOLING FANS.                                                                                                                                                                                                                                                        | \$1,075.00    |
| 20          | EA   | B & H FOTO & ELECTRONICS CORP.      | BRETFORD; A2642E  | EQUIPMENT CART - 26 IN, 2 SHELF, 24 IN X 18 IN, AV CART WITH TWO OUTLET ELECTRICAL ASSEMBLY WITH A 20 FT EXTENSION CORD AND CORD WINDER. INCLUDES A RIBBED RUBBER MAT FOR TOP SHELF. BLACK.                                                                                                                                                                                                                    | \$128.50      |
| 21          | EA   | B & H FOTO & ELECTRONICS CORP.      | BRETFORD 34-E4    | EQUIPMENT CART - 34 IN, 3 SHELF, 24 IN X 18 IN, AV CART WITH TWO OUTLET ELECTRICAL ASSEMBLY WITH A 20 FT EXTENSION CORD AND CORD WINDER. INCLUDES A RIBBED RUBBER MAT FOR TOP SHELF. BLACK.                                                                                                                                                                                                                    | \$115.65      |
| 22          | EA   | B & H FOTO & ELECTRONICS CORP.      | BRETFORD 42-E4    | EQUIPMENT CART - 42 IN, 3 SHELF, 24 IN X 18 IN, AV CART WITH TWO OUTLET ELECTRICAL ASSEMBLY WITH A 20 FT EXTENSION CORD AND CORD WINDER. INCLUDES A RIBBED RUBBER MAT FOR TOP SHELF. BLACK.                                                                                                                                                                                                                    | \$119.50      |

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| 23          | EA   | B & H FOTO & ELECTRONICS CORP.      | H. WILSON; MC29                     | EQUIPMENT CART, MOBILE, 36 INCH W X 24 INCH D X 29 INCH H, 200 LB CAPACITY, BLACK STEEL CONSTRUCTION WITH 2 LOCKABLE DOORS, RECESSED CHROME HANDLES, 4 RUBBER SWIVEL WHEELS - 2 WITH BRAKES, INCLUDES A 3-OUTLET UL/CSA ELECTRICAL ASSEMBLY WITH A 15 FT CORD AND CORD WRAP.                                                                             | \$337.20      |
| 24          | EA   | MID ATLANTIC MEDIA                  | DA-LITE VERSATOL 70X70 M/W W/P-69KE | TRIPOD SCREEN, 70 IN X 70 IN - MATTE FABRIC, MILDEW AND FLAME RESISTANT; BUILT-IN KEYSTONE ELIMINATOR.                                                                                                                                                                                                                                                   | \$82.00       |
| 25          | EA   | MID ATLANTIC MEDIA                  | DA-LITE MODEL B                     | WALL SCREEN, 60 IN X 60 IN CLASSROOM, MATTE FINISH WITH WHITE SCREEN.                                                                                                                                                                                                                                                                                    | \$48.15       |
| 26          | EA   | GLOBAL GOV/ED SOLUTIONS INC.        | DA-LITE CLASSRITE 70X70 M/W         | WALL SCREEN, 70 IN X 70 IN CLASSROOM, MATTE FINISH WITH WHITE SCREEN.                                                                                                                                                                                                                                                                                    | \$50.50       |
| 27          | EA   | TROXELL COMMUNICATIONS, INC.        | PEERLESS; PP740                     | PIVOT WALL ARM FOR 22 INCH TO 40 INCH LCD SCREENS; EXTENDS 8.13 INCHES FROM WALL; RETRACTS TO 2.93 INCHES; INTEGRATED CABLE MANAGEMENT; UP TO 180 DEG OF SWIVEL; 5.7 LBS.                                                                                                                                                                                | \$38.14       |
| 28          | EA   | B & H FOTO & ELECTRONICS CORP.      | VELBON; VMATE-607                   | CAMERA TRIPOD WITH VIDEO HEAD, TRIPOD EXTENDS FROM 25 TO 64.3 IN. INCLUDES PH-368 PANHEAD, QUICK RELEASE PLATE, 2-WAY FLUID PANHEAD, RADIAL LEG BRACES, STEEL GROUND SPIKES, 3-SECTION 27MM TUBULAR ALUMINUM LEGS. CASE INCLUDED.                                                                                                                        | \$69.90       |
| 29          | EA   | TROXELL COMMUNICATIONS, INC.        | SOUNDCRAFT SR600 LECTERNETTE        | PORTABLE P.A., LECTERN STYLE, INCLUDES INTEGRATED AMPLIFIER, SPEAKER, 3 MIC INPUTS, ONE OUTPUT JACK, CAPABLE OF OPERATING WITH 2 6-VOLT BATTERIES.                                                                                                                                                                                                       | \$948.45      |
| 30          | EA   | NICHOLAS P. PIPINO ASSOCIATES, INC. | CALIFONE/MODEL PA-319PL             | WIRELESS PRESENTATION PRO PORTABLE AND WIRELESS PA SYSTEM; MUST INCLUDE LAPEL MIC; 16-CHANNEL SELECTABILITY; SWITCHABLE POWER SUPPLY; SEPARATE BASS, TREBLE CONTROLS; LINE OUTPUT; AUX IN AND LINE INPUTS; 10 LBS. LAPEL MIC HAS WAIST CLIP AND VOLUME CONTROL, 160 FT WIRELESS TRANSMISSION RANGE, ON/OFF SWITCH; INCLUDES SPEAKER STAND AND LAPEL MIC. | \$378.00      |

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| 31          | EA   | B & H FOTO & ELECTRONICS CORP.      | SHURE SM58S              | MICROPHONE WITH 3PIN XLR CONNECTION; HAS ON-OFF SWITCH; FREQUENCY RESPONSE 50 TO 15,000 HZ; CARDIOID PICKUP PATTERN ISOLATES THE MAIN SOUND SOURCE, MINIMIZING BACKGROUND NOISE; PNEUMATIC SHOCK-MOUNT SYSTEM; BUILT-IN SPHERICAL WIND AND POP FILTER                                                 | \$74.00       |
| 32          | EA   | NICHOLAS P. PIPINO ASSOCIATES, INC. | CALIFONE 4805AV          | REMOTE MICROPHONE FOR USE WITH CALIFONE 5272AV TAPE RECORDER. 2.5 AND 3.5 MM PLUGS, ON/OFF SWITCH FOR REMOTE OPERATION. INCLUDES MIC STAND AND 6 FT CABLE.                                                                                                                                            | \$7.85        |
| 33          | EA   | MID ATLANTIC MEDIA                  | AUDIO-TECHNICA ATW-3131B | LAVALIERE MICROPHONE SYSTEM; INCLUDES AT831CW MICROPHONE                                                                                                                                                                                                                                              | \$312.50      |
| 34          | EA   | MID ATLANTIC MEDIA                  | AUDIO-TECHNICA ATW-3141B | HANDHELD DYNAMIC MICROPHONE SYSTEM                                                                                                                                                                                                                                                                    | \$315.00      |
| 35          | EA   | B & H FOTO & ELECTRONICS CORP.      | AUDIO-TECHNICA AT831CW   | CARDIOID CONDENSER LAVALIERE MICROPHONE                                                                                                                                                                                                                                                               | \$69.99       |
| 36          | EA   | B & H FOTO & ELECTRONICS CORP.      | COUNTRYMAN E6OW6L1SL     | E6 OMNIDIRECTIONAL EARSET MICROPHONE, 1 MM CABLE, SWITCHCRAFT TA4-FEMALE FOR SHURE TRANSMITTERS; WINDSCREEN; INCLUDES FLAT, BRIGHT HIGH, AND VERY BRIGHT HIGH FREQUENCY BOOST CAPS; BLACK AND WHITE CABLE CLIPS; INCLUDES STORAGE CASE,1 YR WARRANTY; BEIGE                                           | \$261.00      |
| 37          | EA   | B & H FOTO & ELECTRONICS CORP.      | COUNTRYMAN E6OW5L1SR     | E6 OMNIDIRECTIONAL EARSET MICROPHONE, 1 MM CABLE, FOR GENERAL SPEAKING; 1/8 IN(3.5MM) LOCKING MINI FOR SENNHEISER TRANSMITTERS; WINDSCREEN; INCLUDES FLAT, BRIGHT HIGH, AND VERY BRIGHT HIGH FREQUENCY BOOST CAPS; BLACK AND WHITE CABLE CLIPS; INCLUDES STORAGE CASE; 1 YR WARRANTY; BEIGE           | \$267.00      |
| 38          | EA   | B & H FOTO & ELECTRONICS CORP.      | COUNTRYMAN E6OW5L1AT     | E6 OMNIDIRECTIONAL EARSET MICROPHONE, 1 MM CABLE, FOR GENERAL SPEAKING; CABLE TERMINATES TO 4-PIN HIROSE FOR SPECIFIC AUDIO-TECHNICA TRANSMITTERS; WINDSCREEN; FLAT, BRIGHT HIGH, AND VERY BRIGHT HIGH FREQUENCY BOOST CAPS; BLACK AND WHITE CABLE CLIPS; INCLUDES STORAGE CASE, 1 YR WARRANTY; BEIGE | \$267.00      |

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| 39          | EA   | NICHOLAS P. PIPINO ASSOCIATES, INC. | CALIFONE 2924AV        | HEADPHONES, MONAURAL. CLASSROOM USE. ADJUSTABLE HEADBANDS AND A STRAIGHT CORD WITH 1/4 IN PLUG.                                      | \$6.54        |
| 40          | EA   | NICHOLAS P. PIPINO ASSOCIATES, INC. | CALIFONE 2924AV/PS     | HEADPHONE, STEREO. VOLUME CONTROL ON EAR CUP WITH REPLACEABLE CLEANABLE EAR CUSHIONS AND MINI PLUG WITH 1/4 IN ADAPTER.              | \$8.72        |
| 41          | EA   | MID ATLANTIC MEDIA                  | CALIFONE 1218AVP-01    | MULTIPLE HEADPHONE CENTER, INCLUDES CARRYING CASE TO HOLD EIGHT (8) HEADPHONES AND ONE (1) JACK BOX WITH INDIVIDUAL VOLUME CONTROLS. | \$79.00       |
| 42          | EA   | B & H FOTO & ELECTRONICS CORP.      | PANASONIC VW-VBG070    | LITHIUM ION BATTERY PACK FOR PANASONIC DIGITAL VIDEO CAMCORDER.                                                                      | \$37.99       |
| 43          | EA   | B & H FOTO & ELECTRONICS CORP.      | CANON NB-4L            | BATTERY PACK FOR CANON POWERSHOT SD30                                                                                                | \$38.00       |
| 44          | EA   | B & H FOTO & ELECTRONICS CORP.      | CANON CB-2LW           | BATTERY CHARGER FOR CANON ZR960 CAMCORDER                                                                                            | \$37.99       |
| 45          | EA   | B & H FOTO & ELECTRONICS CORP.      | CANON NB-2LH           | BATTERY PACK FOR CANON ZR960 CAMCORDER                                                                                               | \$46.99       |
| 46          | EA   | B & H FOTO & ELECTRONICS CORP.      | PANASONIC; PV-DAC14KIT | AC ADAPTER, WITH CABLES FOR PANASONIC DIGITAL VIDEO CAMCORDER.                                                                       | \$48.99       |
| 47          | PKG  | B & H FOTO & ELECTRONICS CORP.      | SONY; 10C60HFR         | AUDIO CASSETTE TAPE, 60 MINUTES. HIGH QUALITY 60 MINUTE TAPE TO INCLUDE HARD PLASTIC BOX AND LABEL. 10/PKG                           | \$9.95        |
| 48          | PKG  | B & H FOTO & ELECTRONICS CORP.      | MAXELL; 108510         | AUDIO CASSETTE TAPE, 90 MINUTES. HIGH QUALITY 90 MINUTE TAPE TO INCLUDE HARD PLASTIC BOX AND LABEL. 10/PKG                           | \$10.90       |